



CCTV (Closed Circuit Television) Boxed Products and Security Equipment

Statewide Contract Webinar – April 28, 2010

Your Presenter

State Purchasing Division – Statewide Contracts



Lisa Mehalko

Process Improvement Audit Supervisor

Experience

15 years in Procurement

10 Years with SOG

CPSM, CPPO

Education

MBA, MFA, BA

Contract Information

Lisa.Mehalko@doas.ga.gov

404-657-4248

Purpose of this Webinar

State Purchasing Division – Statewide Contracts



Purpose of this Webinar

State Purchasing Division – Statewide Contracts



Purpose:

The purpose of this contract is for convenience in procuring electronic surveillance and security products that are routinely available that require no specific license or manufacturer certification to procure, prepare for installation, or use.

Statewide Contract Details

State Purchasing Division – Statewide Contracts



What is the Contract Number?	Contract # 99999-SPD-SPD0000031
Is it a Renewal?	No
Does it Replace an Existing Contract?	No
What is the Contract Term?	5 Years
What is the Expiration Date?	03/31/2011
Does it Allow the Use of the P-Card?	Yes
Who is the Person to Contact with Questions:	Bonnie Harrison Bonnie.Harrison@doas.ga.gov 404-657-4295

Key Benefits

State Purchasing Division – Statewide Contracts



Key Benefits:

- Low Cost (some discounts exceed 55% off Manufacturer's Base List Price on equipment!)
- Ease Of Ordering through TGMP
- Accuracy Of Order Fulfillment
- Shipment Tracking
- Delivery
- Ease Of Return, If Necessary
- Multiple vendor awards that provide complete coverage throughout the entire State, while promoting continuous competition for spend/sales among awarded contract vendors.

Where to Find this Statewide Contract

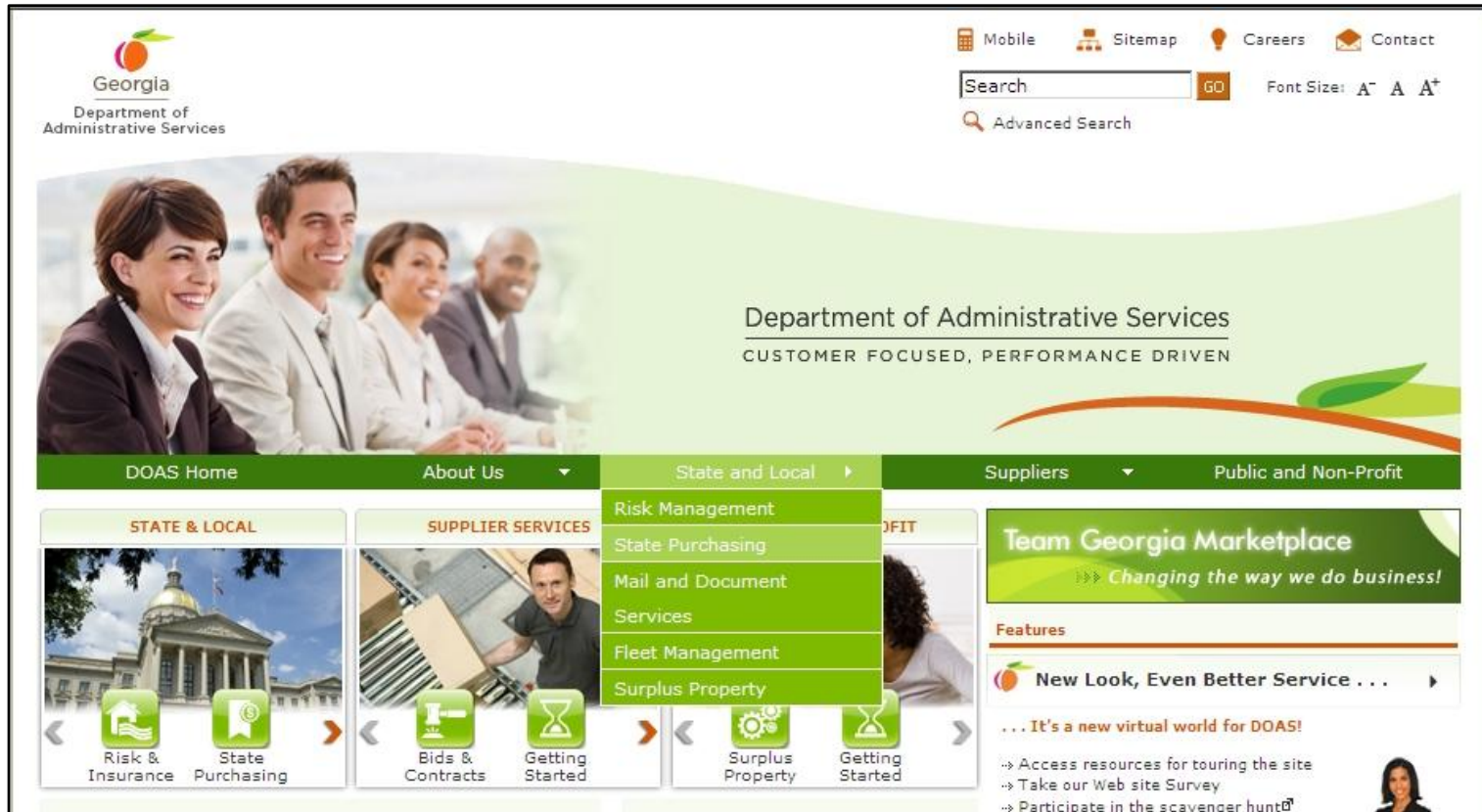
State Purchasing Division – Statewide Contracts



1. Visit the DOAS website at www.doas.ga.gov

Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts



2. Hover over the “State and Local” section

3. Click on “State Purchasing”

Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts



4. In the “Direct Links” section, click on “Statewide Contracts”

Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts



200 Piedmont Avenue, SE, Suite 1308 West Tower
Atlanta, Georgia 30334-9010
Phone: 404-657-6000
Fax: 404-657-8444

STATEWIDE CONTRACTS

State Purchasing establishes competitive statewide contracts for a wide variety of products, services, and equipment. These contracts cover commonly used commodities such as office furniture, motor vehicles, natural gas, liquid petroleum, paint, ammunition, asphalt, and much more. In order to find the contract that best fits your needs, use the following menu of search options.

If you have questions pertaining to a specific contract, please contact the State Purchasing Buyer identified in the contract information, or contact the State Purchasing office at 404-657-6000.

MENU

Choose one of the methods below to access Statewide Contracts

[list of Statewide Contracts \(Alpha order\)](#)
[list of 5 Digit NIGP codes assigned to Statewide Contracts](#)
[Search for Statewide Contracts by keyword](#)
[Search for Statewide Contracts by Major NIGP Category](#)
[RETURN](#)

PR_StateWide_contract_menu

Select a method to view the list of contracts and this contract will be:
"CCTV"

How to use this contract

State Purchasing Division – Statewide Contracts



- **Log on to Team Georgia Marketplace**
- **Search on SECURITY**
- **Add to Basket**
- **Use P-Card to purchase**

Contract Suppliers



Southern Computer Warehouse, Inc.



Technology Integration Group



Troxell Communications, Inc.

SOUTHERN COMPUTER WAREHOUSE, INC.





Southern Computer Warehouse, Inc.



Presented by
Starr Brown
Chief Operating Officer





Why call SCW?



- **Technical Account Management – your main point of contact is a CCTV specialist**
- **No Voicemail – Team in place for backup**
- **4 Hour response time**
- **Free Ground Shipping**
- **Hassle free return policy**
- **Great relationships with manufacturers - locally supported for several offered brands**
- **All products offered are new, OEM – no grey market or refurbished goods and carry the full manufacturers warranty**



SCW's CCTV Awarded Brands



- Global leader in IP video security
- SCW's award covers everything Axis makes – not just the market basket items
- SCW is an Axis Gold Partner – that means we sell often and in great quantity
- Local Axis representation available to support Georgia entities with SCW

- Well rounded portfolio with pure IP solutions, hybrid systems, & analog-to-digital migration
- Entry-level to Enterprise-class solutions are available
- Fanatical customer service – 24-hour turn around on repairs & 24/7 Person-to-Person support
- SCW's award covers everything that Pelco makes – not just the market basket items
- Award also includes all Integral Technologies product (acquired by Pelco in 2007)
- Local Pelco representation available to support Georgia entities with SCW



by Schneider Electric



SCW's CCTV Awarded Brands



- Industry unique offering of DVR & camera solutions
- Full range of IP, megapixel, and analog cameras
- SCW's award covers everything that Dedicated Micros makes – not just the market basket items



Invented for life



BOSCH

- High performance IP cameras, DVR, observation & monitoring equipment
- Includes ruggedized with even some bullet proof cameras/housings
- SCW's award covers all Bosch CCTV products



SCW's CCTV Awarded Brands



TOSHIBA
Leading Innovation >>>

- Full range of IP and analog cameras and monitoring screens
- Extensive Digital Recording device selection – highly customizable
- Central Station Video Management Software that integrates across entire Surveillix DVR line
- SCW's award covers the entire Toshiba CCTV offering – except the Starlight Video Camera system

Canon



- SCW's award covers entire Canon CCTV lineup
- SCW's award covers only items found in the market basket

How to Contact SCW



Please contact the Georgia Team:

Brian King

SWC Technical Sales Account Manager

Quotes, Orders, and Customer Service (returns, tracking) gacontract@scw.com

Jeremy Steadman

Backup Account Manager gacontract@scw.com

Wrenetta Williams

Outside Sales Manager

wrenetta.williams@scw.com

Starr Brown

Contract Administrator & Chief Operating Officer

starr.brown@scw.com



877-468-6729 or 770-579-8927

SCW.com

TECHNOLOGY INTEGRATION GROUP



- ❖ **Mission Statement:** “TIG will earn its place as a trusted partner to our clients, providing only the highest level of service, value and advanced technology to power their strategic business goals.”
- ❖ TIG believes in success through partnerships and diversity. TIG works hard at developing strong, enduring relationships with clients and establishing strategic partnerships with leading manufacturers to provide clients with multi-vendor, multi-service solutions.
- ❖ **TIG Highlights**
 - In business for over 28 years
 - Debt Free
 - Best In Class Engineering support



Awarded Manufacturers:

SONY



TOSHIBA
Leading Innovation >>>

- Dedicated Micros (Limited)

Bob.Kopesky@TIG.com

Guy.Anderson@TIG.com

- **Sales Process**
 - TIG is available M-Fri 8:30 to 5:30 to help with any Pre-Sales questions or activities.
 - Order time is typically 2 to 10 days from the time the Purchase order is received to the time you receive the order.
- **Return Policy & Post Sales support**
 - TIG is available M-Fri 8:30 to 5:30 to help with any return issues or Post-Sales questions or activities.
 - Wrong Product ordered
 - Damaged in Transit
 - Lost in Transit
 - Cancellation
 - DOA
 - Warranty questions
 - ***All RMA's 20 days from shipment date.
 - Order time is typically 2 to 10 days from the time the Purchase order is received to the time you receive the order.

Camera Features

- Industry Leading DSP Technology
- Offering industry's first 600TVL and 650TVL resolution cameras
- Virtual Progressive Scan (VPS) video output



Camera Benefits

- Control over what features go into the DSP. Differentiated product feature compared to competitors
- Provides the highest resolution producing clear and crisp images
- Provides smooth images without jagged edge by integrating both A and B frames together and showing it as single frame

Camera Features

- Enhanced low light Sensitivity
- Coaxial Control
- Support and Warranty - <http://www.samsungcctvusa.com/Portal.aspx>



Camera Benefits



- Produces better images in the low light environment
- Ease of installation – Installer does not need to run an extra RS-485 data wire to communicate with the camera. All the communication happens through BNC cable between the DVR and the Camera

SONY

- Sony Security, 22 + years in the CCTV market
- First Major CCTV Manufacture to bring to market an IP Surveillance solution.
- 80% Global market share in CCD (charge coupled devices)
- Standard Definition & 720P / 1080P HD Cameras,
- SD / HD NSR (Network Storage Recorders)
- 1- 48 channel IP Encoders
- First to market with an HD PTZ camera
- 3yr warranty on all cameras
- All products are UL rated
- All minidome and PTZ dome camera are IK10 rated IK10 is for impact resistant testing

SONY

- All 3 – 5 generation cameras support integrated analytics. Virtual trip line, loitering, capacity counter, object direction, object left behind and taken away.
- All IP cameras come with an analog video output for easier installations.
- Audio in and out for full duplex communications.
- Auto Voice Alert Function used w/ analytics
- All new HD 5th gen cameras support H.264 @ 30fps
- Most advanced wide dynamic solution in market with ViewDR, 4 images captured at different shutter speeds.
- Analytics are on IP encoders so now an Analog camera can be intelligent.

TROXELL COMMUNICATIONS, INC.





Troxell Communications, Inc.



CCTV Presentation for State of Georgia Contract #99999-SPD-00000031-0002

Presented by Wendy Wang
Troxell Communications
770-495-1544 or 800-578-8858 x 6201
wendy.wang@trox.com



Who We Are



- **Established in 1946**
- **Financially sound company**
- **Leading AV & CCTV supplier to Government & Education markets across U.S.**
- **Install base majority are Government and Education customers**
 - We know how to service and support you!
- **HQ in Phoenix, AZ with over 70 offices across U.S.**
 - Local Georgia Office
- **Currently host 10 on-line punch-out catalogs and 100+ customer web sites**
 - Customer secure login
 - Shopping cart
 - Real-time order tracking
 - Sales reports



CCTV Contract



Troxell Awarded 5 Manufacturers on Contract

- **AVERMEDIA**
DVR NVR Systems • Capture Cards • Surveillance Software
- **PANASONIC**
Digital Video Recorders • Dome Cameras
- **PELCO**
Cameras • Digital Receivers
- **SONY**
Security Systems • Cameras • Surveillance Recorders • Security Software
- **TOA**
IP Network CCTV Product • Multi-channel Digital Video Recorders • Dome Cameras • Indoor Compact Color Cameras

*All products provided by Troxell Communications are Original Equipment Manufacturer.
Warranty dependent on manufacturer.*



CCTV Contract



AVERMEDIA

- True Hybrid DVRs/NVRs combine existing investment in analog CCTV cameras with newer IP camera technology
- All inclusive support with no additional costs for software, remote access, IP camera integration, localized product support

PANASONIC

- Cameras are shock, rain and wind resistant
- Day/night switching for 24-hour surveillance

PELCO

- 24-hour turnaround on replacement parts and repairs
- 24/7 person-to-person technical support

SONY

- 3 year warranty on all cameras
- All products are UL rated

TOA

- Versatile system expansion possibilities for fulfilling specific requirements
- High image quality with high frame rate



Ordering & Shipping



- **In-Stock product ships within 48 hours**
- **Some product does direct ship from the manufacturer**
- **Same day turn-around on custom quotes**
 - Ad-hoc requests within 48 hours
- **30 day RMA policy**
 - 800-352-79812 x220



Contact Information



- **Sales**

Wendy Wang wendy.wang@trox.com

770-495-1544 or 800-578-8858 x 6201

- **Inside Sales Support: 800-352-7912**

David Woolson x1750 david.woolson@trox.com

Irving Lopez x1752 irving.lopez@trox.com

- **Customer Service: 800-352-7912 x220**

- **Head of Customer Service**

Bob Arment x1600 bob.arment@trox.com



QUESTION SECTION

Frequently Asked Questions

State Purchasing Division – Statewide Contracts



Question	Answer
Under the mandatory use of other vendors, how should agencies that have existing vendors with specific knowledge of their equipment and programming address this issue?	You may continue using your existing contract until the expiration date. Do NOT renew/extend the contract. Once your existing agency contract has expired, then you must use this statewide contract.
What suggestions do you have for agencies that also may have warranty and service agreements?	This contract ONLY COVERS those boxed products “ are routinely available that require no specific license or manufacturer certification to procure, prepare for installation, or use. ” Equipment that is highly configurable and integrated in existing systems is not covered. There WILL be another procurement covering installation , integration and maintenance of high-end security equipment coming soon, so please watch for that.
Will the New Statewide (CCTV) contractors be required to hire authorized dealers, manufacturer approved trained workers?	This contract ONLY COVERS those boxed products “ are routinely available that require no specific license or manufacturer certification to procure, prepare for installation, or use. ” Equipment that is highly configurable and integrated in existing systems is not covered.
Is this contract for equipment only? I was about to bid out the same type of equipment when I got this email, but we need services as well.	This contract ONLY COVERS those boxed products “ are routinely available that require no specific license or manufacturer certification to procure, prepare for installation, or use. ” Equipment that is highly configurable and integrated in existing systems is not covered.

For more information

State Purchasing Division – Statewide Contracts



Supplier Contact Information:

Southern Computer Warehouse, Inc.

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Chief Operating Officer
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Supplier Contact Information:

Technology Integration Group

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Supplier Contact Information:

Troxell Communications, Inc.

Wendy Wang,
Account Executive
770-495-1544
770-495-1344
wendy.wang@trox.com

For more information

State Purchasing Division – Statewide Contracts



Submit Questions To:

Email Address:

Bonnie.Harrison@doas.ga.gov

Person to Contact:

Bonnie Harrison

Phone Number:

404-657-4295

This Webinar

A copy of this webinar will be posted on the State Purchasing Division website.

Questions...



